## Message Text

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**UNCLAS MOSCOW 13797** 

USDOC FOR BEWT MURRIN/THOMPSON

E. O. 11652: N/A TAGS: BEXP, UR

SUBJECT: PARTICIPATION IN NEFTA-GAZ '78

1. REPRESENTATIVE, MR. GERMAN SOLOMATIN, FROM THE USSR CHAMBER OF COMMERCE AND INDUSTRY, APPROACHED CHEMISTRY '77 EXHIBITION STAFF REQUESTING POSSIBLE PARTICIPATION BY USDOC IN NEFTA-GAZ '78 TO BE HELD IN BAKU, AZERBAIJAN, SEPTEMBER 19-28, 1978.

2. PROPOSAL FOR THIS EXHIBITION WAS MADE BY THE AZERBAIJAN MINISTER OF OIL AND GAS INDUSTRY, TO USSR CHAMBER AND HAS FOLLOWING MAIN DIVISIONS OF INTEREST FOR THE EXHIBITION:

-EQUIPMENT FOR AUTOMATION AND TELEMECHANIZATION OF

TECHNOLOGICAL PROCESSES OF OIL PRODUCTION ON MAINLAND AND OFFSHORE

 $OIL\ FIELDS/MECHANICAL\ AND\ FLOWING\ WELL\ EXPLOITATION\ METHODS/;$ 

-TECHNOLOGICAL PROCESSES IN DRILLING OIL AND GAS WELL

ON MAINLAND AND OFF SHORE OIL FIELDS/TURBINE, ROTOR AND ELECTRO-DRILLING/;

- -REMOTE CONTROL OF DRILLING AND EXPLOITING UNDERWATERWELLS;
- -EQUIPMENT FOR INVESTIGATION OF THE SEA BOTTOM;
- -DETERMINATION OF WIND AND WAVE LOAD CAPACITIES;
- -OIL AND GAS STORAGE AND TRANSPORTATION ON LAND AND SEA;
- -OIL PURIFICATION AND PRETREATMENT UNDER OIL FIELD

CONDITIONS ON LAND AND SEA;

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- -EQUIPMENT FOR PERFORMING GEOPHYSICAL AND PROSPECTING JOBS;
- -EQUIPMENT FOR STIMULATING BOTTOMHOLE AREAS AND OIL-BEARING STRATA;
- -EQUIPMENT FOR MAINTAINING RESERVOIR PRESSURES AND REPRESSURING RESERVOIRS.

- 3. ALTHOUGH WE ARE AWARE THAT USDOC SCHEDULE FOR FY '78 IS SET, BEWT SHOULD BE AWARE OF ABOVE OPPORTUNITY.
- 4. ACCORDING TO USSR CHAMBER, ONE HUNDRED U.S. FIRMS ALREADY CONTACTED ABOUT EXHIBIT, BUT NO INDICATION OF INTEREST RECEIVED YET. BILECKY HAS LIST OF U.S. FIRMS CONTACTED AND IS FORWARDING SAME BY POUCH. SIZE OF OVERALL EXHIBITION AREA IS 5,000 SQ. METERS.
- 5. AT RISK OF REPEATING INFORMATION ALREADY AVAILABLE IN USDOC/BEWT, WE LIST BELOW TRADE EXHIBITIONS AND EVENTS EITHER SCHEDULED OR PLANNED BY USDOC/USCO FOR LATE SUMMER/EARLY FALL, 1978:
- (A) AUG 31-SEPT 14 AGRICULTURAL EQUIPMENT SHOW (INTERNATIONAL)
- (B) SEPT 25 SEPT 29 --S/ME IN USCO-ARCTIC GAS AND OIL FIELD EQUIPMENT AND TECHNOLOGY.
- (C) OCT 12 OCT 23 -- NAUKA '78 SCIENTIFIC INSTRUMENTS (POSSIBLE USDOC-SPONSORED PARTICIPATION).
- 6. WE NOTE THAT U.S. OIL AND GAS-FIELD EQUIPMENT PRODUCERS WILL RECEIVE CONSIDERABLE EXPOSURE DURING NEXT MONTH'S NEFTA-GAZ '77 SHOW ORGANIZED PRIVATELY BY THE MARTIN DWYER ORGANIZATION. SAME U.S. FIRMS WOULD PROBABLY BE INVOLVED AT BAKU. WHILE GAS AND OIL INDUSTRY REMAINS A STRONG POTENTIAL MARKET FOR U.S. FIRMS, THEY MAY NOT UNCLASSIFIED

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NEED ANY USDOC ENCOURAGING TO ATTEND BAKU EXHIBITION.
USDOC WILL WISH TO WEIGH THESE CONSIDERATIONS BEFORE
DECIDING WHETHER OFFICIAL PARTICIPATION IN THIS EXHIBITION
WOULD BE WORTHWHILE. FOR OUR PART, WE BELIEVE THAT
USDOC'S MARGINAL EXHIBITION DOLLAR COULD BE BETTER
SPENT IN ANOTHER INDUSTRIAL OR EQUIPMENT SECTOR AT THIS TIME.
NONETHELESS, SOLOMATIN'S DIRECT APPROACH TO DBR BILECKY
IS OF INTEREST AND WE ARE REPORTING IT ACCORDINGLY.
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## Message Attributes

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